

A Suitable Trophy for Every Sport

No. 430365



No. 430365, Price \$50.00

Golfer, 5 inches high—Gold Finished—Oval—5 x 8—Onyx—Tray—Two No. 0365 Gold Finished Pens, One Red End, One Black End.

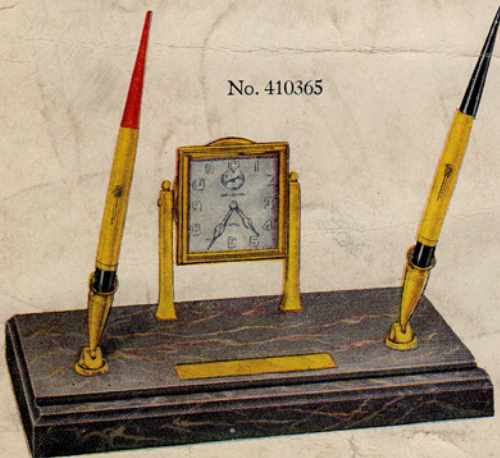
No. 540365, Price \$35.00

Police Dog, sitting—Bronze Finished—7 x 10—Onyx and Black Marble—Oval—Name Plate—Pencil Groove—One No. 0365 Bronze Finished Pen, One Black End.



No. 540365

No. 410365



No. 410365, Price \$110.00

Waltham Clock—Gold Finished—Name Plate—Pencil Groove—6 x 10—Onyx or Black Marble—Two No. 0365 Gold Finished Pens, One Red End, One Black End.

145⁰⁰
51
69
42

1.62

No. 580365, Price \$60.00
Golfer, 8 inches high—
Gold Finished—Oval—
8x13—Black Marble—
Tray—Name Plate—
Two No. 0365 Gold
Finished Pens, One Red
End, One Black End.



Waterman's Desk Sets Make Appreciated Trophies!

WATERMAN'S GYRO-SHEATH DESK SETS are especially appropriate for trophies or prizes for golf clubs, bowling clubs, bridge clubs, whippet and greyhound clubs or for any sport or contest where a trophy that combines ornamental beauty and genuine usefulness is desired.

In this folder are shown a few of the many beautiful Waterman's Desk Set designs which may be had for nearly every competitive sport—and at a wide range of prices. Each set is a work of art, designed and built by skilled craftsmen from the very finest materials and will serve as a beautiful and highly useful souvenir to the recipient.

L. E. Waterman Co., 609 Market St., San Francisco

191 Broadway
NEW YORK

40 School Street
BOSTON

129 So. State Street
CHICAGO

WATERMAN'S IN GOLD AND SILVER

14-kt. Solid Gold Mounted Pens and Pencils



Plain
End Covered

594P E.C. Pen.....\$75.00
597P E.C. Pencil..... 35.00

Same, fully covered with gold
594P, full covered, Pen.....\$90.00
597P, full covered, Pencil..... 40.00

Beautiful unengraved gold pens,
suitable for presentation when con-
siderable engraving is desired.



94 Jet, Solid
Gold Mountings

94J, 14-kt. mountings,
Pen\$15.00
95J, 14-kt. mountings,
Pencil\$10.00

A sturdy size pen with
a wide band for en-
graving.



Diamond
Special

554P Plain pen with
6 diamonds mounted
in barrel and cap...\$250.
A luxurious model in
perfect taste.

554P Plain pen, with
1 diamond only,
mounted in clip...\$73.



The Jet
De Luxe Ink-Vue

87J, with Solid Gold
Mountings, Pen \$20.00
88J, with Solid Gold
mountings, Pencil \$15.

The visible ink pen
that tells when to re-
fill — with mountings
for engraving.



Lady Patricia
Black Lace

Pen with Solid Gold
Mountings\$20.00
Pencil with Solid Gold
Mountings\$10.00

The popular Lady Pa-
tricia Ink-Vue pen for
ladies is greatly en-
hanced by Solid Gold
Mountings.



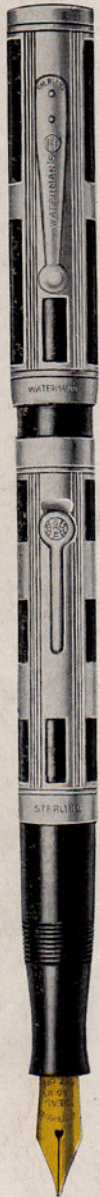
Filigree
End Covered

554F E.C. Pen...\$72.00
527F Pencil..... 30.00

The popular Filigree
pen with large nib
and Gold Mounting
extending to the end
of the holder.

Pens and pencils illustrated in this spread are our most popular Gold and Silver models. If these are not suitable we will be glad to make up models according to your specifications or offer suggestions for special pens and pencils.

WATERMAN'S LATEST MODELS IN STERLING SILVER



**Moderne
Pattern**

454M Pen.....\$8.00
427M Pencil..... 4.50



**Lady Patricia
Bay Leaf**

L.P. B.L. Pen.....\$12.
L.P. B.L. Pencil..... 8.



**Plain
Full Covered**

494P F.C. Pen.....\$20.
495P F.C. Pencil..... 15.



**Duchess
Pattern**

452½ V. D. Pen.....\$9.
421V D. Pencil..... 6.



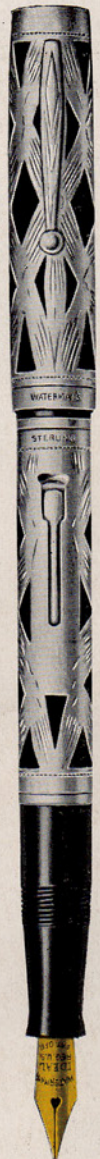
**Bay Leaf
Man's Size**

494 B.L. Pen.....\$15.
495 B.L. Pencil..... 10.



**Lady Patricia
Twist Design**

L.P. Twist Pen.....\$12.
L.P. Twist Pencil..... 8.



**Filigree
Pattern**

403F Pen.....\$8.00
493F Pencil..... 4.00

Another attractive open work pattern in a man's size pen and pencil.

The grace and beauty of Lady Patricia are enhanced by the Bay Leaf pattern.

An unengraved pattern, fully covered, with room available for many lines of engraving.

A smartly engraved pattern in the ladies model with ring.

An open work design in the modern fashion. New, slightly shorter, length that fits well down in the pocket.

Waterman's popular ladies' pen in a very unusual mounting.

The ever popular Filigree design in a pen styled in modern lines.

The Lady Patricia is also made in the Plain Pattern, identical in size with the Lady Patricia Bay Leaf but with unengraved metal suitable for use when considerable engraving is needed. Pen \$10.00—Pencil \$5.00.

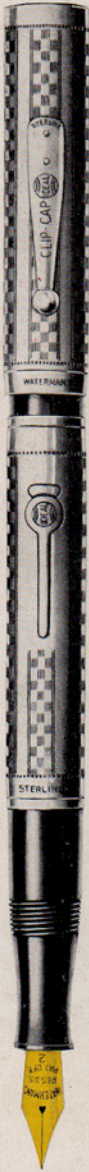
Manufactured by L. E. Waterman Co., 191 Broadway, New York . . Boston . . Chicago . . San Francisco . . Montreal

WATERMAN'S GOLD AND SILVER MOUNTED

No manufacturer has approached Waterman's Gold and 14-kt. Gold Filled Mounted fountain pen instruments they are built to deliver a long life, a point to suit a purchaser's particular handwriting, and are encased in their special box—make useful and



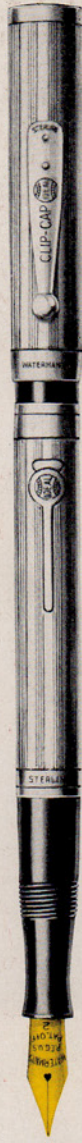
Filigree
Regular Size



Gothic
Regular Size



Pansy Panel
Slender Size



Sheraton
Slender Size



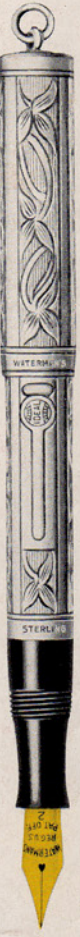
Hand Eng. Vine
Slender Size



Filigree
Short Size



Gothic
Short Size



Pansy Panel
Short Size

STERLING SILVER

452F Pen.....\$6.00 452G Pen.....\$6.00
427F Pencil.....4.00 421G Pencil.....3.50

STERLING SILVER

452½Y Pen.....\$6.00 452½S Pen.....\$6.00
421Y Pencil.....3.50 421S Pencil.....3.50

STERLING SILVER

452½VF Pen.....\$6.00 452½VG Pen.....\$7.00
421VF Pencil 3.50 421VG Pencil 3.50

STERLING SILVER

452½VY Pen.....\$7.00
421VY Pencil 3.50

GOLD FILLED

0552F Pen.....11.00 0552G Pen.....11.00
0552½F Pen.....5.00 0552½G Pen.....5.00
0521F Pencil.....4.50 0521G Pencil.....4.50

GOLD FILLED

0552½Y Pen.....5.00
0521Y Pencil.....4.50

GOLD FILLED

0552½VF Pen.....8.00 0552½VG Pen.....8.00
0521VF Pencil 3.50 0521VG Pencil 3.50

GOLD

0552½VY Pen.....8.00
0521VY Pencil 3.50

14-KT. SOLID GOLD

554F Pen.....60.00
527F Pencil.....30.00

14-KT. SOLID GOLD

554H Pen.....55.00
527H Pencil.....33.00
552½H Pen.....37.50
521H Pencil.....30.00

14-KT. SOLID GOLD

552½VF Pen.....28.00 552½VG Pen.....33.00
521VF Pencil.....16.00 521VG Pencil 16.00

14-KT. SOLID GOLD

Hand Eng. Patten Pen.....33.00
552½VY Pen.....33.00
521VY Pencil.....17.00

NOTE: The suffix "½" when appearing in pen numbers indicates slender size.

WATERMAN'S ENGRAVED FOUNTAIN PENS AND PENCILS

Expertistry in the fashioning of Sterling Silver, 14-kt. Solid Gold pens and matching pencils. Like all Waterman's writing instruments of perfect writing service and each may be had with or without a matching pencil. These sets—suitably engraved and always appreciated gifts at any season of the year.



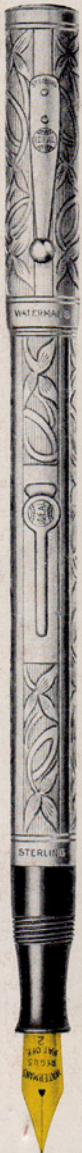
Sheraton Short Size



Hand Eng. Vine Short Size



Plain Short Size



Pansy Panel End Covered



Gothic End Covered



Sheraton End Covered

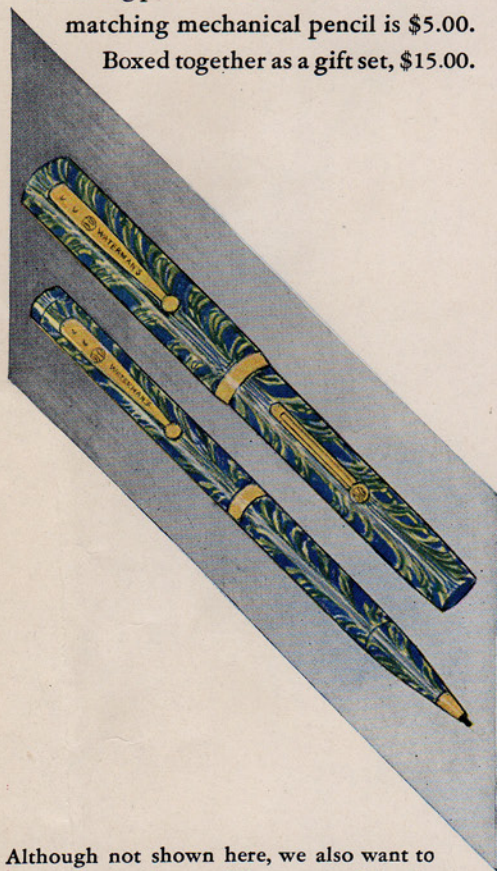


Hand Eng. Vine End Covered

SILVER			STERLING SILVER			STERLING SILVER			STERLING SILVER				
452½ VS Pen.....\$7.00	452½ VH Pen.....\$7.50	452½ VP Pen.....\$6.00	452½ E.C.Y Pen.....\$8.00	452½ E.C.G Pen.....\$8.00	452½ E.C.S Pen.....\$8.00	452½ E.C.H Pen.....\$10.00	421VS Pencil 3.50	421VH Pencil 3.50	421VP Pencil 2.50	421Y Pencil.....3.50	421G Pencil.....3.50	421S Pencil.....3.50	421H Pencil.....3.50
GOLD FILLED			GOLD FILLED			GOLD FILLED			GOLD FILLED				
0552½ VS Pen.....8.00	0552½ VH Pen.....8.00	0552½ VP Pen.....8.00	0552½ E.C.Y Pen.....8.00	0552½ E.C.G Pen.....6.00	0552½ E.C.S Pen.....6.00	0552½ E.C.H Pen.....47.50	0521VS Pencil 3.50	0521VH Pencil 2.50	0521VP Pencil 2.50	0521G Pencil.....4.50	14-KT. SOLID GOLD	14-KT. SOLID GOLD	14-KT. SOLID GOLD
552½ VS Pen.....33.00	552½ VH Pen.....35.00	552½ VP Pen.....30.00	Hand Eng. Pattern	552½ E.C.Y Pen.....42.50	552½ E.C.H Pen.....47.50	521H Pencil.....30.00	521VS Pencil.....16.00	521VH Pencil.....18.00	521VP Pencil.....14.00	521Y Pencil.....28.00			

The suffix "V" indicates a short length pen. Kindly order by number.

THE GIFT FOR BRAND-NEW, SHINY A B's AND HIGH SCHOOL DIPLOMATISTS . . . The real news for 1930 graduation gifts is the new Waterman's *Patrician* fountain pen. Certainly, it's the handsomest pen you've ever seen — with a choice of five exquisite jewel colors; Emerald; deep Turquoise; Jet; and variegated Nacre and Onyx. Hand-crafted like a fine watch. A selection of seven pen points. Perfect balance, smooth flow of ink, and the easy push across the page that comes from 47 years of making pens. The *Patrician* is \$10.00. A matching mechanical pencil is \$5.00. Boxed together as a gift set, \$15.00.



Waterman's



For a little bit less — or, if a smaller, more decidedly feminine gift seems in order, we recommend the two-tone ripple rubber in Blue, Olive or Rose—a pen that has also met Waterman's most exacting standards of craftsmanship—the set, \$5.50. Separately: the pen, \$4.00; the pencil, \$1.50.

A charming Desk Set—or again, if you think they'd prefer a fountain pen desk set (and desk sets *are* popular) here's the newest Waterman's creation in rich, cool onyx. Unusually decorative — entirely practical — and *most convenient*, \$7.50.



Although not shown here, we also want to mention the famous Waterman's No. 7, at \$7.00 (seven points for choice—one of which will fit *your* hand exactly) and No. 5 at \$5.00. And don't forget Waterman's Inks which make *any* fountain pen write better . . . Waterman's products are for sale by all good dealers. Every Waterman's is guaranteed forever against defects. Service stations are maintained at the addresses below for the purpose of making good our guarantee and for servicing our pens.

7,834,540 is the circulation of the leading June magazines which will carry this striking four-color Waterman's advertisement. Hundreds, or thousands, of people right in your own territory will see it. Put it to work for you by displaying your Waterman's stock.

L. E. Waterman Company
 91 Broadway, New York . . . 129 South State Street, Chicago . . . 40 School Street, Boston . . . 609 Market Street, San Francisco
 263 St. James Street, Montreal, Canada

Waterman's New Pens, Desk Sets, and Ink

Waterman's new Patrician pen, with its choice of five exquisite jewel colors: Onyx, Turquoise, Emerald, Jet and Nacre has caught the popular fancy and has swept the country in the few months since its first introduction.

Everywhere it has proved itself a wonderful gift item. Offer it for a graduation gift, wedding gift, birthday gift—or for personal use where the purchaser really wants the *best*.

Look this folder over carefully. Note the *new* Waterman's merchandise. New pens, new desk sets, new ink. And remember, these new items simply strengthen the rest of the Waterman's line and make for even more business in the standard items.

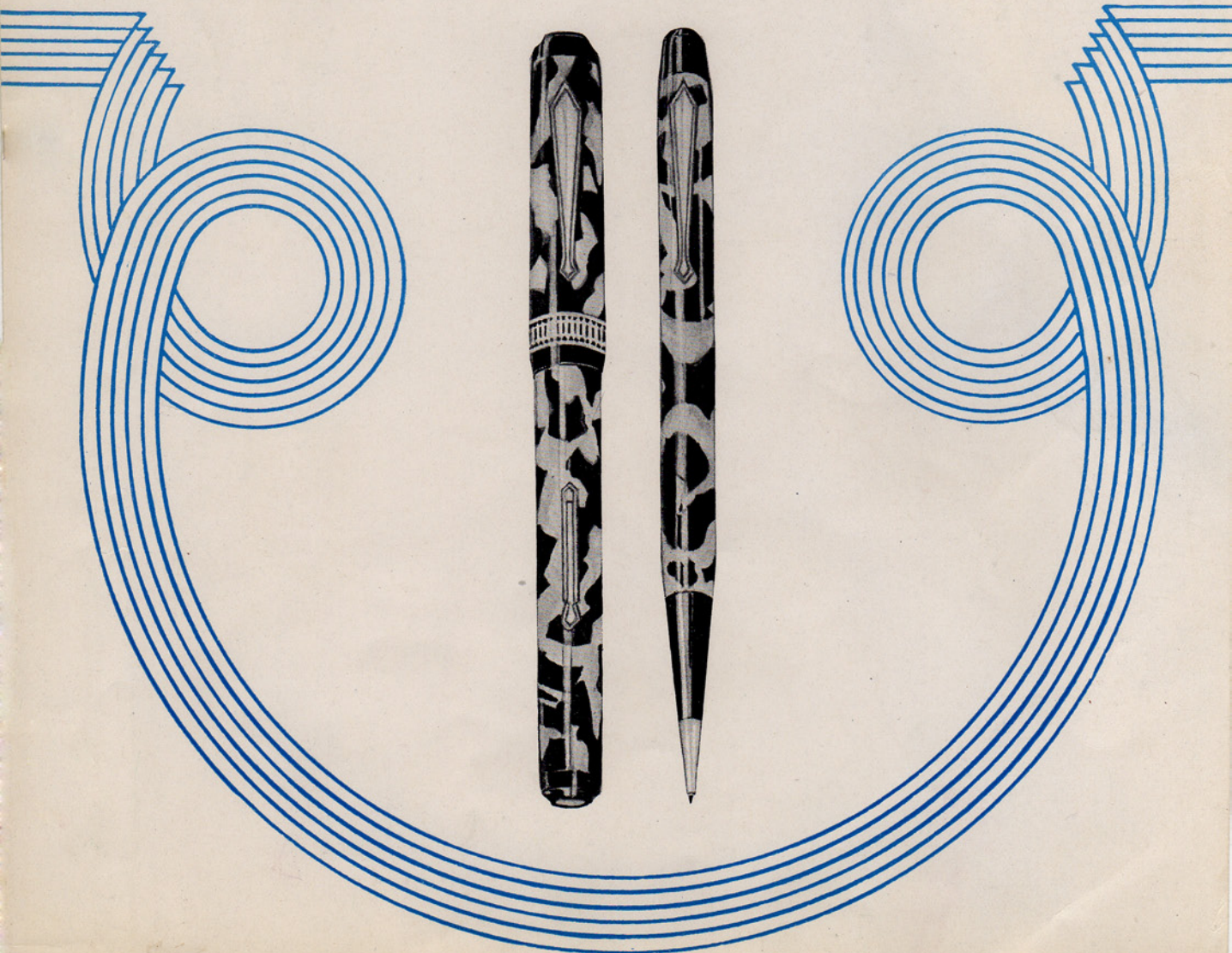
To help you move Waterman's merchandise faster we offer you valuable sales-helps. First, we will furnish you

a liberal supply of the striking Patrician folder A-83 imprinted with your business name and address.

Then we will send you folding Counter Display No. 655—18 $\frac{3}{4}$ inches wide by 11 inches high—beautifully lithographed in 12 colors and showing the entire line of Patrician pens and pencils in their actual design, colors and size.

We can also furnish you a very attractive modernistic window display in silver and black, advertising the Patricians.







And many dealers are effectively using our prepared newspaper ads on the Patrician and other Waterman's pens to tell the public just where Waterman's merchandise can be had. We will be glad to send you proof of the series.



Waterman's Ideal Fountain Pen

WATERMAN IDEAL FOUNTAIN PENS have achieved world-wide popularity because they are ruggedly built by master craftsmen, from the very finest materials, to deliver a long life of perfect service. With the pens shown below (in one-quarter reduction) will be noted a new size and three distinctly different colors added to Waterman's line of two-tone stainless, ripple-rubber pens. Because they are made of hard rubber, all Waterman's pens are light in weight, resilient, absolutely stainless and possess a definite writing comfort not found in other fountain pens. And there is a Waterman's pencil to match every Waterman's pen.

WATERMAN'S No. 7 COLOR BAND CHART

 <p>RED BAND —Standard Medium flexibility. Suits most writers.</p>	 <p>GREEN BAND —Rigid Will not shade. Unequaled for manifolding.</p>	 <p>PINK BAND —Flexible; Fine Ground fine to shade at any angle.</p>	 <p>PURPLE BAND —Stiff; Fine Makes thin, clear line. Popular with accountants</p>	 <p>BLUE BAND —Blunt Makes a broad line. Liked by rapid writers.</p>	 <p>YELLOW BAND —Rounded The tip is ball shape. Suits left-handed writers.</p>
--------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------



No. 7, Ripple-Rubber, 6 styles of nibs, as explained in the No. 7 Color Band chart above. \$7 per pen.

No. 04, Ripple-Blugreen \$5.00. Pen and pencil to match in gift case \$7.00. Pen No. 04 also made in Ripple-Olive, Ripple-Olive, Ripple-Blugreen.

No. 01852-V, Ripple-Rose, \$4.00. Pen and pencil to match in gift case \$5.50. Pen No. 01852-Also made in Ripple-Rubber, Ripple-Olive, Ripple-Blugreen.

No. 04, Ripple-Olive—\$5.00. Pen and pencil to match in gift case \$7.00. Pen No. 04 also made in Ripple-Rose, Ripple-Blugreen.

No. 0554, Pancy Panel green gold filled. Price \$13.50. Pen and pencil to match, in gift case, \$18.00.

No. 452 1/2 V—Filigree, E. C. sterling silver, with ring. Price \$6. Pen and pencil to match, in gift case, \$9.50.

No. 454, Gothic, sterling silver. Price \$7.50. Pen and pencil to match, in gift case, \$11.50.

No. 01854. Black with gold filled lever, clip, lip guard. Price \$5. Pen and pencil to match, in gift case, \$7.00.

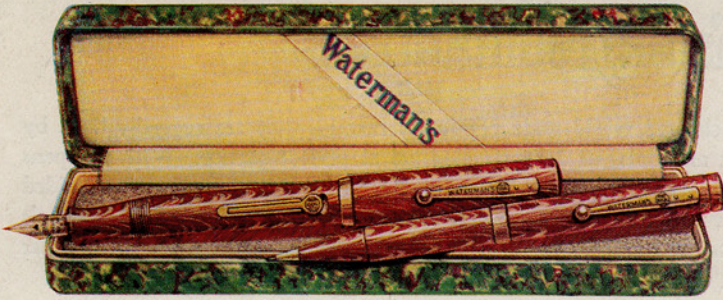
No. 52, Black Chased with clip. Price \$2.75. Pen and pencil to match, in gift case, \$3.75.

No. 01852, Ripple-Rubber with gold filled lever, clip and lip guard. Price \$4.00. Pen and pencil to match, in gift case, \$5.50.

No. 01955, Ripple-Rubber with gold filled ornamental cap, lever, clip, lip guard. Price \$7. Pen and pencil to match, in gift case, \$10.00.

Waterman's "Treasure Chest"

HERE is a Waterman's pencil to match each and every Waterman's pen—each combination pen and pencil set being sold in the attractive "Treasure Chest" gift case illustrated herewith. Case is made of a



light but sturdy metal covered with bright, variegated colors and lined with handsome tan satin and plush. The "Treasure Chest" makes a most appropriate gift case for any season of the year. The combination pen and pencil set shown above is Waterman's TX 01852 V, two-tone Rose-Ripple and sells for \$5.50 for the set—while set shown to right is Waterman's TX 04, two-tone Ripple-Blue-green and sells for \$7.00 for the set.



Waterman's *Gyro-Sheath* Desk Set

WATERMAN'S "Gyro-Sheath" Desk Sets are as practical as they are ornamental. The Gyro-Sheath takes any position in an instant—upright, inclined to left or right, or upward—there being just enough tightness in bearings to hold pen where it is placed.



No. 7162 1/2—3 x 4 1/2—Onyx, gold finished frame and name plate, \$15.00, complete.



No. 6267—4 x 6—Black (variegated) Marble—\$15.00, complete.



No. 6062 1/2—2 3/4 x 2 3/4—Onyx—\$7.50, complete.



No. 6367—5 x 7—Green Onyx, \$20.00, complete. With White Onyx or Black (variegated) Marble base, \$17.50, complete.

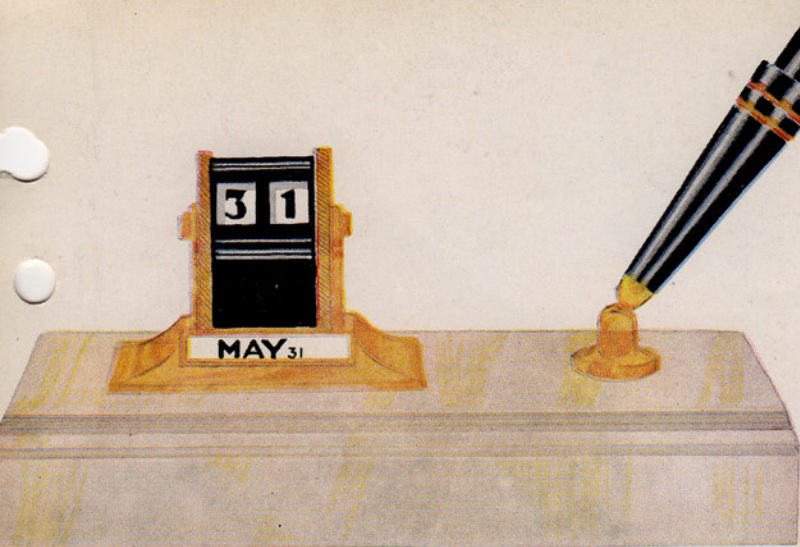


No. 6467—7 x 10—Onyx or Black (variegated) Marble, with name plate, \$30.00, complete.

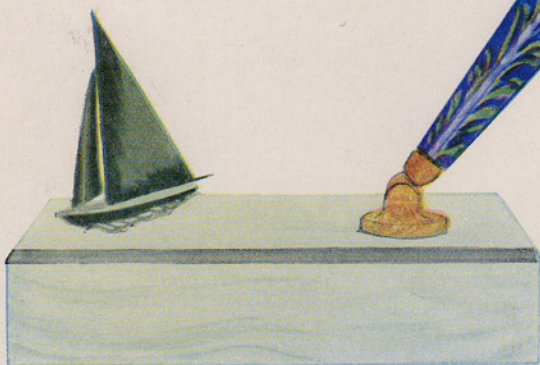
Waterman's Ideal Inks

COMPOUNDED from the very finest obtainable materials into inks that are free from sediment—non-corrosive—uniform in color, flow and consistency. Made in Blue-Black and Jet Black permanent, non-fading record ink for use on bank checks, important documents, etc., and in Green, Violet, Red and Blue for other uses—in sizes ranging from the 2 oz., individual desk size to the 1 gal. commercial container—all sizes being packaged in square, convenient, protective cartons.





No. 384/67R—A Perpetual Calendar, in green gold finish with black enamel center barrel, mounted on an Onyx base, 4 x 6. 1 No. 67 black pen, with matching black rubber sheath. Price, \$20.00.



No. 380/62½R—A modernistic Sailboat in green solid bronze, mounted on a 2¼ x 4 Green Onyx base. 1 No. 62½ blugreen pen, and blugreen rubber sheath to match. Price, \$10.00.



No. 381/62½R—Modernistic Penguin, another extremely popular small figure in green solid bronze, mounted on 2¼ x 4 Green Onyx base. 1 No. 62½ blugreen pen, with matching blugreen rubber sheath. Price, \$10.00.



No. 369/62½R—This modernistic Bear, in solid bronze, is one of the most attractive of the small figures. 5" high, on 5 x 7 Onyx base with pencil groove and rubber sheath. Choice of No. 62½ pen and sheath to match. The black pen is illustrated. Price, \$20.00.

• • •

Did you receive YOUR copy of our loose leaf Desk Set Catalog No. 100 and the latest pages of new desk sets?